9544 BRIEF ROAD

Mint Hill, North Carolina 28227

TURNKEY SHORT-TERM RENTAL + WEDDING / EVENT VENUE
INVESTOR FINANCIAL & PERFORMANCE REPORT

20% introductory professional management structure | Updated August 11, 2026

Executive Investment Summary

9544 Brief Road is an established hospitality asset operating as both a high-capacity short-term rental and a wedding/private-event venue. The property is offered as a turnkey income-producing operation with furnishings, an established cleaning team and professional management available to continue after closing.

$784,226	$82,046	$866,272	20%
Historical proceeds May 2022-Aug. 11, 2026	Future revenue currently booked	Historical + booked revenue	Guaranteed management fee first 12 months

Buyer Management Incentive

For the first 12 months after closing, professional management is modeled at a guaranteed 20% of gross booking and event revenue. After the initial 12-month period, the fee remains 20% on the first $190,000 of annual revenue, with only revenue above $190,000 billed at 25%. This avoids a retroactive fee increase on the entire revenue base and aligns additional management compensation with revenue growth.

Property / Operating Item	Detail
Asking price	$1,485,000
Heated area	Approximately 3,500 sq. ft. (seller estimate)
Site	1.94 acres
Bedrooms / baths	3 bedrooms / 5 bathrooms
Overnight capacity	Comfortably sleeps 20
Event pricing	$80 per additional event guest, up to 60 additional guests
Cleaning	Cleaning cost fully reimbursed through guest-paid cleaning fees
Furniture	All furniture included with sale

Revenue Track Record

Year	Airbnb	VRBO	Total Proceeds
2022*	$55,447.56	$0.00	$55,447.56
2023	$194,731.70	$2,584.24	$197,315.94
2024	$189,334.81	$24,910.88	$214,245.69
2025	$177,172.84	$14,365.42	$191,538.26
2026 YTD	$98,344.22	$27,334.01	$125,678.23
Historical Total	$715,031.13	$69,194.55	$784,225.68

$201,033	**$214,246**	**$191,538**	**$82,046**
2023-2025 average annual proceeds	Peak full-year 2024 proceeds	2025 proceeds	Current future booked revenue

*2022 is a partial operating year beginning in May. 2026 YTD is through August 11.

First 12 Months: 20% Management - Estimated NOI

The following underwriting reflects the guaranteed 20% professional management fee during the buyer's first 12 months. Cleaning is treated as a pass-through because guest-paid cleaning fees fully reimburse the cleaning expense.

Normalized Annual P&L	2023-2025 Avg.	2025 Revenue
Revenue / proceeds	$201,033.30	$191,538.26
Management @ 20%	($40,206.66)	($38,307.65)
Utilities / recurring - midpoint	($15,600.00)	($15,600.00)
Cleaning expense	($17,778.00)	($17,778.00)
Guest cleaning-fee reimbursement	$17,778.00	$17,778.00
Net cleaning expense	$0.00	$0.00
Insurance	($2,328.00)	($2,328.00)
Property taxes	($5,800.00)	($5,800.00)
Misc. maintenance	($2,500.00)	($2,500.00)
Estimated NOI - midpoint	$134,598.64	$127,002.61
Estimated NOI margin	66.95%	66.31%
Estimated cap rate @ $1.485M	9.06%	8.55%

$133,399 - $135,799	8.98% - 9.14%	$125,803 - $128,203	8.47% - 8.63%
Normalized NOI range 3-year average revenue	Cap-rate range 3-year average	2025 NOI range	2025 cap-rate range

Using the midpoint utility assumption of $15,600 per year, normalized three-year average NOI is approximately $134,599, equivalent to an estimated 9.06% cap rate at the current $1.485M asking price.

Management Fee Step-Up After Month 12

Proposed structure: 20% of gross booking and event revenue for the first 12 months after closing. Beginning with the next annual management period, management remains 20% on the first $190,000 of annual revenue and increases to 25% only on the portion of annual revenue above $190,000.

Annual Revenue	20% on First $190K	25% Above $190K	Total Mgmt Fee	Effective Rate
$190,000	$38,000	$0	$38,000	20.00%
$200,000	$38,000	$2,500	$40,500	20.25%
$210,000	$38,000	$5,000	$43,000	20.48%
$225,000	$38,000	$8,750	$46,750	20.78%

Illustrative NOI Under the Post-12-Month Structure

Annual Revenue	Management Fee	Estimated NOI*	NOI Margin	Cap Rate @ Ask
$190,000	$38,000	$125,772	66.20%	8.47%
$200,000	$40,500	$133,272	66.64%	8.97%
$210,000	$43,000	$140,772	67.03%	9.48%
$225,000	$46,750	$152,022	67.57%	10.24%

*Illustrative NOI uses the midpoint annual utility/recurring expense assumption of $15,600, plus $2,328 insurance, $5,800 property taxes and $2,500 miscellaneous maintenance. Cleaning is modeled at $0 net cost because guest cleaning fees reimburse the cleaning expense.

Why the Structure Benefits Both Parties

The buyer receives a full year of predictable 20% management economics and a stronger initial NOI. The manager retains a defined path to higher compensation when annual revenue exceeds $190,000. Because the 25% rate applies only to revenue above the threshold, the structure rewards growth without creating a sudden fee cliff.

2026 YTD Performance

96	3.6	$100,974	$13,318
Airbnb nights booked through Aug. 11	Average length of stay	Airbnb gross earnings through Aug. 11	Event fees reported as Airbnb resolutions

Metric	2026 YTD
Airbnb proceeds	$98,344.22
VRBO proceeds	$27,334.01
Combined proceeds	$125,678.23
Airbnb service fees	$2,629.67
Airbnb-remitted taxes	$14,942.61
Airbnb Homes earnings type	$85,025.93
Airbnb Resolutions / event fees	$13,318.29

Event fees are included in historical revenue and are currently charged at $80 per additional event guest, with up to 60 additional event guests.

Forward Revenue & Turnkey Value

Forward Booking Channel	Booked Revenue
Airbnb	$70,274.00
VRBO	$11,772.26
Total	$82,046.26

$784,226	+	$82,046	$866,272
Historical proceeds	Plus	Forward bookings	Historical + booked

Investment Strengths

Attribute	Investor Relevance
Established track record	Operating history extends from May 2022 through the present.
Dual revenue model	Overnight lodging plus weddings/private events.
High guest capacity	Sleeps 20, supporting large-group and event-oriented demand.
Furniture included	Reduces buyer startup cost and operational downtime.
Management incentive	Guaranteed 20% management for the first 12 months after closing.
Performance-aligned step-up	After month 12, only annual revenue above $190,000 is billed at 25%.
Cleaning continuity	Established cleaning team intended to transfer; cost is guest-reimbursed.
Forward bookings	$82,046.26 currently booked beyond the reporting cutoff.

Underwriting Assumptions & Management Structure

Annual Expense / Assumption	Amount / Structure
Property taxes	$5,800
Insurance	$2,328
Cleaning expense	$17,778
Guest cleaning-fee reimbursement	$17,778
Net cleaning expense	$0
Misc. maintenance	Approximately $2,500
Utilities / recurring	$14,400-$16,800
Management - first 12 months	20% of gross booking and event revenue
Management - after first 12 months	20% on first $190,000 of annual revenue; 25% only on annual revenue above $190,000

Proposed Management Provision

For the first twelve (12) months following the purchaser's closing date, the management fee shall equal twenty percent (20%) of gross booking and event revenue. Beginning after the initial twelve-month period, the management fee shall remain twenty percent (20%) on the first $190,000 of gross annual booking and event revenue, and twenty-five percent (25%) shall apply only to gross annual booking and event revenue in excess of $190,000. The increased rate shall not apply retroactively to the first $190,000 of annual revenue.

The management structure above is a proposed business term for investor underwriting and should be documented in a separate management agreement signed by the buyer and management company. Buyers should independently verify the cleaning-fee pass-through, utilities, STR/event zoning and permits, occupancy limits, insurance coverage, tax treatment, reservation transferability and platform rules.

This report is based on seller-provided information and platform screenshots as of August 11, 2026. It is an informational investment-performance summary and is not an audit, appraisal, legal opinion, tax opinion or guarantee of future performance.